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NEW-YORK, March 18, 1876.

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THE
Popular Science Monthly.

(ESTABLISHED MAY, 1872.)

Conducted by Prof. E. L. YOUNMANS.

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NOTES IN SEASON.

THE trade should keep on the lookout for such taking volumes of biography and reminiscences as those to be issued shortly by the Harpers and Appletons. The first volume of the Life and Letters of Lord Macaulay will be published probably during the month, and it promises to be one of the most interesting books of the sort which the public have lately had the chance of reading. The Appletons have postponed the publication of the Memoirs of Caroline Herschel until next week, and this book will be as interesting in its associations to scientific readers, as the other will be to literary readers proper.

REV. O. B. FROTHINGHAM's great work, "The History of Transcendentalism in New-England," will be published quite early in the spring by the Putnams, instead of at the end of it. The manuscript of the work is completed, and it will probably be ready for the trade next month. It will be in the square small octavo which the Putnams have lately made popular, and will extend to some four or five hundred pages. Dr. Frothingham is peculiarly fitted by his association and training to deal with the interesting subject of the intellectual revival in New-England, which has not before found a satisfactory historian.

HENRY HOLT & Co. have just ready Dr. D. G. Brinton's important work on "The Religious Sentiment: its Source and Aim." It makes a large 12mo of 300 pages, and is destined to attract general attention among scientific students of religion, and the growing circle of readers interested in this class of subjects. Dr. Brinton finds the religious sentiment controlled by the laws of the mind, and discovers its source in the Wish "whose fruition depends upon un-

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[OFFICIAL.]

AMERICAN BOOK TRADE ASSOCIATION.

OFFICE OF THE EXECUTIVE COMMITTEE,
121 NASSAU STREET, ROOM 13

NEW-YORK, March 15, 1876.

A Special Meeting of the Executive Committee of the American Book Trade Association will be held on Thursday next, March 23d, 1876, at 11 o'clock, A.M., at Messrs. Geo. A. Leavitt's, Astor Place, New-York.

As much business of importance relating to the coming Convention is to be discussed, it is very desirable that all members should attend.

By order of

WILLIAM LEE, Chairman,
N. R. MONACHESI, Secretary.

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Life of Israel Putnam ("Old Put"), Major-General in the Continental Army. By I. N. Tarbox. Illustr. Cr. 8°. (May.)

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THE FAIR AND SALES.

THE din of preparation has been heard at Clinton Hall for the past week, and on Monday the first Spring Fair opens. It is too late at this writing to urge upon booksellers any further the importance of attending the Fair, but we may speak again of the remainder sale which will follow on Friday. The catalogue is but just before us, but we note on it several important contributions. Messrs. Roberts Brothers head the list with six sets of stereotype plates, of books by A. R. Hope, Mary Cowden Clarke, and others, and a number of interesting remainders. Wm. F. Gill & Co. offer the stereotype plates of the four volumes of the "Treasure Trove" series, of Arsene Houssaye's and Bradlaugh's recent books, and three other sets. The four of H. T. Tuckerman's works, stereotype plates and copyright, are offered by his executors, and Messrs. Samuel D. Burlock & Co., of Philadelphia, offer three sets of stereotype plates of "Bibles and Psalms," in 32mo and 24mo.

Among the contributors to the remainder sale in general are Lockwood, Brooks & Co., with remainders of the works of Horace Bushnell, and others; G. P. Putnam's Sons, who include a considerable number of prose works by Bayard Taylor, and individual books by Irving; C. E. Nichols & Co., of Springfield, with Dana and Wilson's "Life of General Grant," a work which the present editor of the *Sun* may not be very fond of reading. W. J. Widdleton will make a special sale of 500 copies each of the editions of Poe, gotten up by Mr. Gill previous to his failure on the ground that the copyright in Poe's books did not cover any thing but the memoir. These two lines are a household edition of Poe's complete works, prose and poetical, in one octavo volume of 700 pages, and a diamond edition of the poems. This sale also includes fifty

copies each of the recent memorial volume of the prose tales, and of the blue and gold poems, and a hundred sets of Poe's complete works. Quite a number of lots are offered by the estate of R. Worthington, including the reprints of Walton and Cotton, Lamb, Sidney Smith, and others; a "History of Booksellers," the "Greville Memoirs," Taine's "English Literature," etc. Mr. Harding offers a number of his subscription books. Estes & Lauriat have copies of "Campbell's Lives," and large remainder lots of several books of recent years. Macmillan & Co., Schaefer & Koradi, P. M. Haverty, McGlashan & Gill, Dublin, S. W. Tilson & Co., Chas. Taber & Co., and Owen C. Owens & Co., are among the other contributors.

The catalogue of the following sale of many of James R. Osgood & Co.'s plates next week is to be a creditable specimen of bibliography and printing, which they will present with some pride to the trade. It is not yet at hand as we write, but we may say that it will include particulars as to the plates, the number of copies offered, bound and unbound, in the remainder stock, data as to the cost of manufacture and wholesale price, and the copyright arrangement on American books. Several of these books offered are of very much interest, including such interesting American works as those of Theodore Winthrop, Gail Hamilton, etc., and plates of standards, such as Thackeray, Dickens, etc., and although the market is dull at present, many of these sets should call forth a large competition.

We notice also that the Messrs. Osgood have prepared a Book Fair Order List which will be of great service to the bookseller and suggests a capital idea to other publishers. The trade will observe from this that the list is still one of the most extensive and valuable in the country, although so many plates have been struck from it in view of the coming sale.

The Publishers' Weekly.

MARCH 18, 1876.

PUBLISHERS are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, to insure correctness in the final entry and for notice in "Books Received."

The trade are invited to send "Communications" to the editor on any topic of interest to the trade, and as to which an interchange of opinion is desirable. Also, matter for "Notes and Queries." Notes from librarians will also be gratefully received.

In case of business changes, notification or card should be immediately sent to this office for entry under "Business Notes." New catalogues issued will also be mentioned when forwarded.

THE REFORM AND RETAIL PRICES.

THE difficulty which has been developing itself more and more in the later phases of the reform movement has been the fact that, although the greater portion of the trade in the large cities, and a considerable number of local dealers throughout the country, have become members, by far the larger number of dealers in the smaller places have not come under the rules agreed upon by the Association. It was of course to be expected that the local dealer should, under a general system of uniform prices, regain some of the trade which the competition of the cities had taken from him, and the city trade looked to the greater strengthening of the trade throughout the country, the building up of good local agencies, to compensate them for this loss, so far as it was not covered by the better prices which they themselves obtained in their sales. These compensating advantages are of course the work of time, and it was not to be expected that the full results would be evident at the start. Besides this, the compensation is to come in a general average, that is to say, the dealer who loses one sale here will be enabled to hold another there. It is perhaps the less far-sighted of the trade who have complained the most of the losses of trade which they consider they have sustained through the operation of the system. But there is another feature of the question which is more irritating, for which no satisfactory solution has yet been found.

Some of the country dealers who have not actually become members of the Association, and are in the habit of supporting the rules only so far as they tell directly to their own interest, compete directly with the larger centres by offering better terms than even the twenty per cent limit. These men are not the most important in the trade, and the evil is not so great as many are disposed to fancy it; but it is in human nature that one small sale which is seen to be lost by such competition as this, is more prominent in the mind than a dozen sales which have been more profitable to the

bookseller because of the working of the reform. This is one of the most important factors in the feeling which is growing so strong in the trade, that the present movement for reform must be supplemented and completed by one for the reduction of discounts, and consequently of retail prices. That this feeling is getting to be very strong, no one who has taken occasion to test the sense of the trade on this subject can deny.

It has been seen, as was indeed pointed out at the commencement of the reform, that certain lines of books have been put at fictitious prices, because of the necessity of making the discounts larger and larger, according to the unfortunate trade system in vogue. This is not to be remedied by any extension of the limit of twenty per cent, because that is but opening the door to all the old evils from which the trade has suffered long enough. It may be remedied, it seems to us, both practically and logically, by a reduction of retail prices which shall make the trade discount less than it is now, so that the dealer will have less inclination and opportunity to throw a good part of his discount away. That is the fair and square way of solving the problem, and we see no other which will be permanently satisfactory.

It must not be forgotten, of course, as we have many times shown, that such a reduction can not apply alike to all classes and catalogues of books, and indeed many books are no higher now than they should be. A leading publisher recently made a calculation of the cost of a specific book (bound in sheep) in 1865 and in 1875, and the present cost proved to be on that particular book two cents greater than the cost ten years ago. This will show that the public clamor for the reduction of prices is only partially well founded. There must be careful and wise discrimination when any such reduction is put in operation.

It should also be remembered that a reduction of prices must be of such a sort and so managed as to work least harm to the trade as regards the stocks the jobbers and retailers have on hand. The jobbers certainly have had no extravagant margin for the last few years, and a reduction which should seriously affect the value of the goods they have in store would work no little injustice. Nor does it seem to us that the publishers' wholesale prices are, as a rule, too high, considering the many elements of risk and the like which enter into the cost of the book, entirely apart from that of manufacture. The wholesale prices of books are not, as a rule, capable of great reduction. But the system of reducing prices of which we speak affects neither the publisher nor the jobber to any great extent. In reducing the advertised

retail price and the general discount to the trade correspondingly, any difference, aside from the incidental discrepancy in arranging the prices of particular books, will be felt chiefly in the nominal value of the retailer's stock; and we have tried to show that the real or virtual value of his stock would not be less under a general reduction. For where he is now obliged to make a discount of twenty per cent, there would then be hope of enforcing the retail price rule without exceptions to privileged classes, and the competition of the bazaars and other undersellers, which now constantly reduce the value of his stock, would then be checked to a great degree.

But the retailers should not be put at the disadvantage of any sudden change without sufficient notice to enable them to work off this stock on which changes are to be made, as far as possible. We have heard complaints from the jobbing and retail element that the recent reductions on certain lines of books wrought considerable injustice in that way, and we have been desirous to call attention to this phase of the question. It seems only fair that there should be some confidential communication with the trade on the subject, before the reduction of prices is actually made, and we throw out this hint for publishers to take as they will.

The chief difficulty in the way of a reduction on individual lines or by individual firms, without general consent and co-operation, is the unwillingness of the trade to buy lines on which the discounts are less than they have of late years been accustomed to. This is to be remedied by a full discussion of the question at issue, and the consequent education of the trade to the common-sense belief that a real though small discount on a small price is better than any nominal discount on a large price. There must be some solution to the present difficulties as to prices, and it can come most rapidly in this way. In a corresponding state of the trade, a generation ago, the result was reached by abolishing retail prices and printing the lists with net prices. (Still earlier in the history of the American trade both were published side by side). But either this, or an extention of the twenty per cent limit, seems less wise than the establishment of a just system of retail prices on the basis we have set forth. So long as discounts are extravagant, so long certain lines will be offered at the dollar stores, and otherwise undersold, and the stock on the regular dealer's shelves suffer deterioration. If discounts were smaller, the opportunities of the bazaar-stores and of the trade underseller would be most fortunately curtailed, and the temptation to the honest dealer to cut rates lessened.

But in saying this we wish to emphasize again the fact that, notwithstanding the imperfections we have pointed out, the retail price rule with its flexible twenty per cent limit has done real good to the trade, even in bad times. Many dealers see plainly that the compensations to them have far outweighed any disadvantages to which they have been put by rivals who take advantage of the reform by keeping outside of it; and either to extend the discount, or in any way to go back on the reform, would be simply to re-introduce old evils which have been at least partly remedied. It is better to have an arrangement which works partially ill, than to have no arrangement, and thus let every body work the most ill he can to his neighbor.

THE following extract from the letter of a college professor and librarian is of interest in connection with the present question of the reduction of retail prices: "The trade is partly right and partly wrong in the matter. They are themselves—the publishers—to blame for the wretched condition into which the bookselling business had fallen. They gave the private individual better terms than the retail bookseller could get, no matter in what quantity he bought. And accordingly they advanced the retail prices of their books to fictitious figures. Now they 'bind themselves by an oath' to *freeze* these inflated prices, and reap the benefit of their own previous wrong.

"The rule you transmitted to us would be worth something if only it defined large buyers. As it does not, it seems to me to be of small account. Every dealer can construe it as he pleases. A boy in college here can, perhaps, get better terms for the few volumes he buys for his fellow-students than the library can. He becomes a bookseller forsooth by ordering ten to twenty dollars' worth at a time, and the *bona fide* bookseller loses his trade with students, or a part of it, by the operation of the rule, which is supposed to have been made for his protection." There is a great deal of suggestive common-sense in this letter, although it is mistaken in some points, particularly as to the supposed desire of the trade to *freeze* retail prices. The recent reductions in the lines of "standard" poets, etc., set on foot by the Lippincotts, and in Macaulay, etc., started by the Harpers, which have called forth similar reductions on competing editions, are, indirectly at least, and in great measure directly, the result of the present movement, and these are but the forerunners of a more general reduction which will come the quicker as the present features of the movement are made more general in their workings.

IT will be noticed that there are many books offered in the remainder sale which is to follow the Fair, which do not properly come within the scope of the sale at all. We had expressed some fear at the inauguration of this feature of the Fair, lest the old trade-sale abuse should creep into it, and unless we are greatly mistaken, there is evidence that our fears were not ill-placed. It is not possible to offer goods at auction and to attempt, at the same time, to hold retail prices on them, and only those books should be offered which are going out of the market or out of the publisher's hands. We don't speak, of course, of such a clearance sale as that just forced upon Mr. Widdleton by Mr. Gill's capture of Poe, but of several lots offered which, we can have no doubt, the publisher intends to print again, and to keep in the market. It is not only unwise to offer such books, but it is in direct contravention of the rules of the Association Committee, whose attention we beg leave to call to this important matter. It will be quite impossible to ride two horses by having a book fair and a trade sale, and if we are not greatly mistaken, the trade wants no more trade sales. We would not be understood as taking exception to remainder sales proper, which seem to us a desirable and necessary feature.

THE Centennial Catalogue Company of Philadelphia, who have purchased from the Exhibition authorities the right to sell and distribute the official catalogues, construe this right to give them the control of the sale and distribution of any catalogues whatever on the grounds —a construction which is supported by the decision of the Director-General. They propose to permit other catalogues only on the payment of a license or royalty. Whether they will take this position in regard to the catalogues of the foreign book-trade associations, already prepared, and the lists of individual publishers, we have not yet been able to learn. We have, however, communicated with them directly on the subject, and trust to be able to inform the trade of their decision as to individual catalogues, in our next issue. It is a question which is, of course, of considerable interest to exhibiting publishers. As the Company has purchased its right for a very large sum, it is of course justified in making the most of it, although it has not seemed to us wise that the Centennial authorities should have originally permitted any outside speculation that should have such results.

WE desire to have it understood by the trade that we shall hereafter make it a general practice,

in the case of correspondence directed to the PUBLISHERS' WEEKLY concerning detailed matters of arbitration, especially complaints against individuals, to refer them directly to the proper arbitration committee. There has been slight injustice done, we fear more than once, by printing a letter of complaint before the party called in question had opportunity to make reply; and printing his answer a week later and in a number which may not be so carefully read by those who have noted the charge, is not always sufficient reparation. We shall therefore take more pains to confine the correspondence which we print, to those letters which are sufficiently general in character to come rather before the court of public opinion than before the tribunal of the Arbitration Committee. Correspondents will do well to bear this in mind, and to send letters of the kind we speak of directly to the Arbitration Committee.

AN abuse is creeping more and more into the trade, to which we wish to call attention now, before it gets any worse. This is the issuing of old books under new titles, which are, we fear, sometimes designed to conceal the fact that the book is not new. In other cases titles are changed from those of the English works reprinted, or from the original caption of the work, so as to make them more popularly attractive to the book-buying public. We have had complaint after complaint upon this subject, and we can not but think it should be discarded by those houses in the trade who have harbored the custom. We wish also that the American trade might be got into the habit of making a proper distinction between re-issues and new editions; but perhaps this is too much to hope. Yet if this can not be bettered, let us at least have honesty in the matter of titles.

THE PRIZE QUESTION IN POLITICAL ECONOMY.

THE Prize Question (No. 3) in Political Economy has called forth more lists than any previous question. This is partly to be explained, we have no doubt, by the fresh interest awakened in the subject by the present political situation and the fact that the Presidential election, occurring this year, promises to turn on the questions associated with this class of subject. In accordance with this interest, we have gotten up the order-list on finance and political economy given in our advertising pages last week, and which is to be repeated fortnightly in alternation with the Centennial page. We trust booksellers will not fail to make use of this. There are other indications of the general interest, and we have just at hand a neat catalogue

of works on these subjects, from Robert Clarke & Co., of Cincinnati.

In political economy 30 lists have been submitted. It is an extraordinary coincidence that the list of the successful competitor, who is an old friend of our readers—Mr. H. W. Hagemann, with D. Appleton & Co.—gets the highest possible number, 194, since it is identical in its titles, though not in their arrangement, with the list by popular vote. We therefore award him a double prize, of \$10. The following is the list :

*PRIZE LIST (No. 3) IN POLITICAL ECONOMY.
Also, LIST BY POPULAR VOTE.*

1. Mill, John Stuart, <i>Principles of Political Economy</i> , 12°, 2 vols., \$4	Appleton.	30
2. Smith, Adam, <i>The Wealth of Nations</i> , 12°, \$2.50.	Putnam.	30
3. Walker, Amasa, <i>The Science of Wealth</i> , 12°, \$1.50.	Lippincott.	17
4. Perry, Arthur Latham, <i>Elements of Polit. Econ.</i> , cr. 8°, \$2.50.	Scribner.	23
5. Bowen, Francis, <i>American Polit. Econ.</i> , cr. 8°, \$2.50.	Scribner.	13
6. Fawcett, Henry, <i>Manual of Polit. Econ.</i> , cr. 8°, \$3.50.	Macmillan.	19
7. Jevons, W. Stanley, <i>The Theory of Polit. Econ.</i> , 3°, \$3.50.	Macmillan.	11
8. Wayland, Francis, <i>Elements of Polit. Econ.</i> , 12°, \$1.75.	Sheldon.	17
9. Cairnes, J. E., <i>Some Leading Principles of Polit. Econ.</i> , cr. 8°, \$2.50.	Harper.	20
10. Greeley, Horace, <i>Essays on the Science of Polit. Econ.</i> , 16°, \$1.50.	Osgood.	14

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The following shows the popular vote down to three :

Mill's *Principles of Political Economy*. 30
(2 v., 8°, Appleton, 18; 1 v., cr. 8°, H. Holt & Co., Lee & Shepard, and Little, Brown & Co., 12.)

Smith's *Wealth of Nations*. 30
(1 v., 12°, Putnam, 17; 1 v., 8°, Scribner, Worthington, 7; 2 v., 8°, Macmillan, 6.)

Perry's *Elements of Political Economy*. 23

Cairnes' *Leading Principles of Polit. Econ.* 20

Fawcett's *Manual of Political Economy*. 19

Walker's *Science of Wealth*. 17
(12°, Lippincott, 13; 8°, Little, Brown & Co., 4.)

Wayland's *Elements of Political Economy*. Sheldon. 17

Greeley's *Essays on Political Economy*. Osgood. 14

Bowen's *American Political Economy*. Scribner. 13

Jevons' *Theory of Political Economy*. Macmillan. 11

Sumner's *History of American Currency*. Holt. 9

Jevons' *Science of Money*. Appleton. 8

Bastiat's *Essays on Political Economy*. Putnam. 7

Cairnes' *Character and Logical Method of Political Economy*. Harper. 7

Fawcett's (Mrs.) *Polit. Econ. for Beginners*. Macmillan. 5

McCulloch's *Principles of Political Economy*. Scribner. 5

Mason and Lalor's *Primer of Political Economy*. Jansen, McC. & Co. 5

Carey's *Social Science*. Lippincott. 4

Price's (Bonamy) *Currency and Banking*. Appleton. 4

The following gives the lower counts :

3. Bascom's, List's, and Say's Works on Political Economy.

2. Bagehot's *Lombard Street*; Bastiat's *Sophisms and Protection*; Butts' *Protection and Free Trade*; Cairnes' *Essays on Political Economy*; Fawcett's *Essays and Lectures on Political and Social Subjects*.

The second list is that of Mr. J. B. Fredricks, also with D. Appleton & Co., whose number is 186. His list is identical in its entries with that

of Mr. Hagemann, with the exception of one book ; he lost the prize by citing Carey's Political Science, counting but 4, in place of Jevons' Political Economy, counting 11. That both should be of the same house is a curious coincidence, and a practical compliment to the establishment, since it is to be presumed, of course, that they worked independently of each other. The third list is that of Mr. Jas. S. Wynkoop, of R. G. Wynkoop & Co., Syracuse, counting 181. His list is also identical with Mr. Hagemann's, except that it replaces Walker's "Science of Wealth," counting 17, with List's "National System," counting 3. The highest count after this is 179 ; the lowest count 102.

Several books were cited which did not properly come within the specific subject. These were, aside from single citations, Nordhoff's *Politics for Young Americans*, 12 ; Townsend's *Civil Government*, 4 ; Lieber's *Civil Liberty*, 3 ; Lieber's *Political Ethics*, 2—which come rather within the department of Political or Governmental Science, which, as well as Finance proper, will form the subject of a future question. These were not involved in any of the higher lists, so that the results would not have been altered ; but they might have been, and we point out the facts to warn future contestants to confine themselves carefully to the specific subject in hand.

PRIZE QUESTION No. 5.

Which are the most salable works on the Revolutionary Period?

Give twelve titles in the following order, as usual : Author, title proper, size, price, publisher.

Give only special works and treatises (historical, biographical, political, and social) confined to the American Revolution. General History of the United States is to form the subject of a special prize question.

Rule for competitors, No. 11, has been changed as follows :

11. The result of the answers will be published three weeks [instead of four as heretofore] from publication of the question. Lists must be received within two weeks after publication of Prize Question.

For the other rules see previous issues of the WEEKLY.

THE SPRING SEASON.

We add to our four pages of reading matter, in the last issue, giving the news of the spring season, some items of interest since received.

George W. Carleton & Co. will add to their list during the spring Joaquin Miller's other new novel, "One Fair Woman," and a novel by a new writer, Grace Mortimer, somewhat in the style of Miss Fleming's novels, and called "The Two Barbaras." They will publish also

Dr. A. K. Gardner's book on the management and care of "Our Children."

One of the most interesting announcements yet made is to be added to the Carter's list, a new book from the author of "Ministering Children," called "Oliver of the Mill." It will be printed from advance sheets by direct arrangement with the author.

The Congregational Publishing Society of Boston has also in press for early publication "A Bouquet from the Missionary Garden" (Harpoot), by Mr. and Mrs. C. H. Wheeler; "The Arabs and their Prophets," by Rev. Edson L. Clark, a book of some 400 pages; and a monograph by Rev. Dr. Dexter, "As to Roger Williams, and his 'banishment' from the Massachusetts Plantation; with a few further words concerning the Baptists, the Quakers, and Religious Liberty." Dr. Dexter's motto is "Strike but hear," which must be understood as meaning that he has heard what he regards as nonsense, and he proposes to strike. He is editor of *The Congregationalist*, and an authority on New-England ecclesiastical history.

J. B. Ford & Co. will put forth during the spring, besides several subscription volumes not yet ready for announcement, "The Forest and Stream Rifleman's Guide," so called in recognition of the interest that journal has taken in rifle-shooting. This will be a handbook of instructions as to the organization and incorporation of Rifle Associations, with practical hints to their members and to marksmen generally; containing forms for by-laws, rules and regulations for practice and competitive matches, detailed directions for construction of ranges, targets, and all accessories, forms for score tickets, and pretty much whatever would be useful to the thousands taking interest in rifle-shooting. All over the land associations for it are springing up on every side. The book will be illustrated with diagrams, etc.

E. J. Hale & Son inform us that the new novel by the author of the "Odd Trump," etc., bears the title of "Flesh and Spirit."

Lee & Shepard, in addition to the works noted in our last issue, will publish during the spring a new edition, for the trade, of Mr. S. W. Cozzens' work on Arizona, under the title of "The Marvellous Country," and two new volumes of miscellany for children, edited by Oliver Optic, called "Our Boys and Girls' Souvenir," and "Our Boys' and Girls' Offering." They group the Rev. F. C. Headley's works together under the title of "Headley's Historical Library," in six volumes, at \$1.50 each; and Col. Higginson's complete works, in six volumes, find a home in their catalogue instead of on Messrs. Osgood's.

Sheldon & Co. have in press a little but important work on prayer, of especial present interest, by Rev. Dr. P. H. Mell, Professor of Ethics and Methaphysics in the University of Georgia. Miss Annie T. Howells' novel of "Reuben Dale," now running in the *Galaxy*, will be published also next month. A revised and smaller edition of "The Service of Song," with 700 of the most popular and stirring songs, including the Moody and Sankey hymns, is in preparation in small 4to at \$1.25. Messrs. Sheldon & Co. paid a considerable sum for the privilege of including these hymns, and the publishers now say they would ask three times the money.

MY MEMORIES OF THE BOOK TRADE.

"Things I myself have seen, and a great part of which I was."—*Virgil*.

By D. B. COOKE.

II.

In the early days to which I refer, of course our sales were limited, as our customers were only small dealers. We sold bills to the amount of a few hundreds of dollars, and made fair profits, while now thousands of volumes are sold and the margins of profit are small. Then it consumed months to manufacture a book by the slow processes at command; now a hundred new books are issued every month by the leading American publishers.

The present race of book clerks are not as thorough as were their fathers in the trade; they do not seem as eager to learn, and their duties are less onerous than were those of the clerks of the olden time, whose hours of labor were longer and more systematic. They have many advantages which we had not. Then we had but few helps to study, we depended more upon our memories; now the country is flooded with costly catalogues and "trade annuals," which greatly facilitate (if studied) the learning of the business. The reading regularly of the PUBLISHERS' WEEKLY will do more to post a young man in the current books than all the means that were formerly at our command.

The subsequent history of the house of Derby, Bradley & Co., afterwards changed to H. W. Derby & Co., was marked by brilliant and uniform success, except that in November, 1849, the establishment was completely consumed by fire.

Mr. Derby will be remembered by his contemporaries as one of the most active and enterprising of publishers and business men, and many costly buildings which adorn the city of Cincinnati and bear his name, testify to his taste and liberality.

During the month of June, 1848, Mr. John C. Barnes, now of A. S. Barnes & Co., N. Y., became connected with the house and added greatly to its reputation. Mr. Barnes returned to New-York in July, 1851.

In the same year Fletcher Harper, Jr., became a member of the firm, and subsequently Benjamin Homans was admitted as partner. Mr. Homans possessed abilities as an accountant rarely to be met with, and as a genial and kind-hearted man he is a model. He has been identified for many years with that valuable publication, an ever welcome visitor to every bank and counting-room in the land, "The Banker's Almanac," published at No. 251 Broadway, New-York.

After various changes, more or less important, the firm of H. W. Derby & Co. was dissolved in 1860, C. F. Bradley taking the stationery department. The miscellaneous stock passed into the hands of Rickey, Mallorey & Webb. Subsequently Mr. Derby sold out his law book interests, which he had retained in connection with the agency of Harper & Bros., to Robert Clarke & Co., who have ever since carried on the business, their elegant establishment and extensive trade being an ornament and a great credit to the city in which it is located.

Mr. Robert Clarke's first introduction to the trade in Cincinnati occurred June 7th, 1854, at which time he bought out T. Lyon, of Lyon &

Patterson, which firm afterwards became Patterson & Clarke, and carried on business in Bacon's Building, corner of Sixth and Walnut streets. In June, 1857, Mr. Clarke bought out Patterson and went it alone until August 5th, 1858, when, in connection with R. D. Barney and J. W. Dale, he bought out Mr. Derby, and has carried on the business at No. 55, and subsequently No. 65, West Fourth street, ever since.

In the year 1852 Chicago had just begun to attract the attention of capitalists and business men in all parts of the United States. The fabulous accounts of its sudden and marvellous growth were constantly brought to our notice. Leaving Cincinnati for a summer tour around the lakes with my old friend George H. Derby, who had established himself in the city of Buffalo, I went to Chicago for the first time; and after carefully looking over the ground and studying the geographical position, I determined on locating myself in the "Garden City," which then seemed any thing but a garden, with its streets almost impassable from the great depth of mud, and its unsightly rows of wooden shanties. Closing my connection with my old employer, with whom I had been so long associated, bidding adieu to my friends in Cincinnati, and bearing letters from Judge James Hall, Hon. Bellamy Storer, and others, to its leading business men, I started for Chicago. A run over the strap rails of the Little Miami and the Mad River and Lake Erie Roads *via* Sandusky, thence by lake steamer—a delightful journey occupying several days—brought me to our newly found home.

Here were established, at that period, several booksellers carrying ample stocks for the simple wants of the then thinly settled country tributary to Chicago, which was reached by huge wagons termed "Prairie Schooners."

The booksellers, all located on Lake street, were J. Keen, Jr. & Bro., S. C. Griggs & Co.'s "Literary Emporium of the Prairies," A. H. & C. Burley, W. W. Dannenhower, and Hewson & Denison. Previous to this date the dealers in Chicago were Stephen F. Gale & Co., who were in the year 1844 located at No. 106 Lake street; Brodegaw & Keen; W. W. Barlow & Co., who were in the year 1844 at No. 147 Lake street; and Griggs & Bross—the last-named firm being a branch of Mark H. Newman's New-York house, and composed of S. C. Griggs and Wm. Bross ("Deacon Bross"), now one of the fortunate proprietors of the *Chicago Tribune*.

Opening a complete stock of school, miscellaneous, law, and medical books and stationery under the firm name of D. B. Cooke & Co. in High & Magie's Building, No. 135 Lake street, I soon found myself fully employed in supplying the demand from the surrounding country, which was being rapidly opened up by the constantly multiplying railroads. Our quarters here proving too limited to accommodate our business, we removed in 1856 to the elegant store erected by Edward and Walter Wright, No. 112 Lake street, where, in October, 1857, our establishment was destroyed by fire, rendering us homeless. It gives me pleasure to refer to two of the most intelligent and gentlemanly attachés of our house, who were always watchful for the best interests of the business—namely, Mr. Eugene B. Myers, who came to us from Troy, N. Y., in 1854, and is now the extensive law-book publisher of this city—and Mr. Wm.

J. Gilbert, who entered our employ on Thanksgiving Day, 1854, and who has been for the past ten years conducting a highly successful law-book business at St. Louis.

After the burning of our house the writer was connected with the firm of S. C. Griggs & Co., at 39 and 41 Lake street, whose magnificent stock of books was destroyed in the great conflagration of January, 1868. Retiring from this firm, noted in its day for its extensive trade in elegant and costly editions, the writer became a member of the present firm of W. B. Keen, Cooke & Co.

In the general conflagration on the 9th of October, 1871, the establishment of W. B. Keen, Cooke & Co., was totally destroyed, but our trade was immediately resumed in a temporary building erected on the lake shore, where we remained until our present commodious store, on the old site, was built and made ready for our occupancy.

COMMUNICATIONS.

A USEFUL BOOKSELLER'S TOOL.

March 9, 1876.

To the Editor of the Publishers' Weekly:

I desire to call the attention of the trade to the usefulness of Allibone's "Dictionary of Authors" as a bookseller's tool. I have within my reach all the American catalogues issued since 1820, and the English from 1814 to date, but I would part with them all rather than dispense with "Allibone."

Perhaps the question may be asked, why is this book so valuable? Let me illustrate: A few weeks since a customer wrote for information in regard to the works of the following authors: Charles Blount, John Mill, Matthew Tindal, Anthony Collins, Woolston, Thomas Morgan, and Thomas Chubb, all Deistical writers. If I had consulted the catalogues I would have been obliged to refer to upwards of a dozen and then would not have been any wiser than before, as the books were published during the last century and are not to be found in any of these catalogues. I referred to "Allibone" and found them all, also a list of their writings. The prices of the volumes were not given, neither would the catalogues have quoted them correctly, as it would be impossible to give the constant market value of such works; the books being out of print are of such a nature that they must first be found before their value can be ascertained.

Again: A customer reads a book by an author with whose style he is much pleased; the inquiry arises, has he written any thing else, and if so, what? This information can be readily found in Allibone.

I might give many more illustrations, but think I have said enough to call the attention of the trade to the value of this work. Some one has said, "No intelligent bookseller who understands his business can do without it." I think that no bookseller can be intelligent enough for his business who does not use it.

The cost of the book may be offered as an objection to its purchase, but the information it imparts is infinitely of more value than the price asked, so that instead of not being able to afford this expense, one can not afford to save

the amount and thus deprive himself of a most valuable aid in his occupation. *

BOOKS RECEIVED.

DIANA CAREW, by Mrs. Forrester. (J. B. Lippincott & Co.) Diana Carew, the pretty heroine of this charming novel, tells her own story ; it is rich in incidents and romance, culminating in what might be called a tragedy ; still it is not a sad story, being full of the brightness of youth, and hope, and love, which finds its "earthly close." The characters are mostly taken from fashionable English life, and are very well delineated, and the plot is quite original. 12mo, cloth, \$1.50.

THE SQUIRE'S LEGACY, by Mary Cecil Hay. (Harper & Bros.) Miss Hay improves with every story she writes. This is as much superior to "Victor and Vanquished" as that novel was to "Old Myddelton's Money." Its scenes and characters are taken from high life, as is the case with so many English novels, but it is bright and fresh, and new in construction and detail. 8vo, paper, 75 cents.

SEA AND SHORE, by Mrs. Catharine A. Warfield. (T. B. Peterson & Bros.) The story of Miriam Hardy, which ran through "Monfort Hall" and "Miriam's Memoirs," is brought to a conclusion in a very satisfactory way in this volume. Miriam goes through a number of thrilling adventures, such as being rescued from a burning vessel in mid-ocean and suffering incredible hardships afterwards upon a raft, where she and others take refuge, and live for a long time. She reaches land at last, and is then shut up in an asylum as a lunatic. However, all her sufferings come to an end, and she is crowned with happiness, and her enemies' wicked plans frustrated. 12mo, cloth, \$1.75.

THE BLACK HILLS, by Richard Irving Dodge. (James Miller.) Lieut.-Colonel Dodge, of the United States Army, accompanied an exploring party sent out by the Government in 1875 to make a thorough survey of the "Black Hills," and report as to the amount of gold really to be found there. This little volume is a history of the expedition, its results scientifically, its adventures—with a description of the country, the nature of its soil, its scenery, etc., etc. It is very graphically written, and may be accepted as reliable and authentic in its statements. Illustrated with maps and photographs. 12mo, cloth, \$2.

THE ANNUAL SUMMARIES FOR A QUARTER OF A CENTURY. (A. Brentano.) It has been the habit of the *London Times*, during the past twenty-five years, to give its readers at the close of the year a summary of the year's news, as recorded in its own voluminous columns. Gathered together as they are in this volume, they stand as a most important historical record of the events of all nations since 1851. 24mo, paper, 60 cents.

A MANUAL ON THE CULTURE OF SMALL FRUITS, by E. P. Roe. (Journal Printing Establishment.) The text from which Mr. Roe starts is, that "the unfortunate people who buy their fruit do not know what a strawberry is." To teach them how to raise their own strawberries, raspberries, currants, blackberries, etc., after but a little study, and on the smallest plot of ground, is the aim of his pamphlet. It also instructs as

to the best way of packing and marketing fruits. 8vo, paper, 50 cents.

MAUD MANSFIELD, by Mrs. Frances Hamilton Hood. (J. W. Burke & Co.) This novel, written by a Southern lady, well known in society for her fine literary tastes and graceful conversational powers, takes for its scene of action the South just at the beginning of the war. It contains some very striking character sketches, and displays considerable talent on the part of the writer. 12mo, cloth, \$1.50 ; paper, \$1.

THE SCARLET LETTER ; a play in five acts, dramatized from Hawthorne's novel, by Elizabeth Weller. (A. Brentano.) All the best scenes in Hawthorne's story are brought out in fine relief in this drama. It is finely written in blank verse, and in most poetical language, noticeably suited to the theme. We doubt if it would make a good acting play, though it is most attractive reading, bearing every evidence of the dramatist's refinement and culture. Sq. 12mo, cloth, \$1.25.

FLORAL DECORATIONS FOR THE DWELLING-HOUSE, by Annie Hassard. (Macmillan & Co.) Ladies and amateurs in house flower-gardening will find a most charming volume in this publication. It seems to tell all that can be told on the subject, and is rich in new ideas on floral decorations for the drawing-room or dining-room. The book met with a great success in England, where it was first published. It has been slightly remodelled for American readers, and some new matter added of special interest in connection with our own plants. It is richly embellished with many illustrations of plants and flowers, making it quite an attractive work for general readers. The binding is quite rich and very pretty. 12mo, cloth, \$1.75.

LEGAL RECREATIONS, VOL. I. HUMOROUS PHASES OF THE LAW, by Irving Browne. (Summer Whitney & Co.) "Legal Recreations" is the title under which a new series of amusing and entertaining books to be published by the above firm is to be known. This, the first volume, is devoted to a humorous exposition of different phases of the law ; the cases cited are all real, and display evidence of considerable research having been expended in their preparation ; they will, however, afford a great deal of entertainment even to the unprofessional reader. We can speak in high praise of the very neat and elegant manner in which the volume is gotten up ; paper, print, and binding are all that could be desired. 16mo, cloth, \$1.50.

IDA GOLDWIN, by Aleck Derby. (Robert M. De Witt.) A most remarkable and exciting story of New-York life, by an author whose name is unknown to us. The lovers of the intense will find in it reading of the most thrilling description. 12mo, paper, 75 cents.

LITTLE JACK'S FOUR LESSONS, and CHRISTIE'S OLD ORGAN. (Robert Carter & Brothers) Two little stories for young children, written as much to instruct as amuse, having through both of them a strong vein of religious teaching. 16mo, 50 cents each.

THE BANKERS' ALMANAC AND REGISTER FOR 1876, edited by B. Homans, Jr. (J. S. Homans.) This important publication appears this year with its numerous lists of National, State, and Private Banks, Savings Banks, Trust Companies, and Safe Deposit Companies in the Unit-

ed States, with names of President and Cashier and capital of each, reported in full, and corrected up to date. Under each month there is a list of chronological notes showing the dates of important events affecting the financial and commercial world, from the year 1775. Besides, there are a number of other tables of monetary statistics, with the usual amount of valuable information given by this publication—an invaluable one, we should judge, to bankers. 8vo, cloth, \$3.

THE BAD HABITS OF GOOD SOCIETY, by Geo. A. Baker, Jr. (F. B. Patterson.) The witty, satirical vein pervading Mr. Baker's pointed society sketches will make many persons read them who would otherwise miss some very excellent moralizing on the evils of fashionable life, we sadly need taking to task for. The little book should meet with general favor, being unusually bright and original. The design on the binding is very pretty and appropriate. 16mo, cloth, \$1.25.

A POCKET CONCORDANCE TO THE HOLY SCRIPTURES. (American Tract Society.) A concordance for popular use has long been wanted; this little volume aims to fill the void. It is in a sense complete, having one word at least from every verse of the Bible. Care has been taken also to select the word most likely to be sought for, thus rendering the little volume a most excellent work of reference in a small compass. 12mo, cloth, 75 cents.

HEBREW HEROES, by A. L. O. E. (Robert Carter & Brothers.) A continuous story is here constructed out of the exploits of some of the prominent characters in the Old Testament. The time selected is from the rising against Syrian tyranny at Modin, to the restoration of the temple. The writer has deviated but a trifle from history, at the same time offering a book rich in human interest. 16mo, cloth, 75 cents.

EASTER LILIES. (A. D. F. Randolph & Co.) These pretty little leaflets, with their novel binding of white ribbon, contain a number of religious poems from the German and from some of our best English writers, especially adapted for Easter reading. Miss Anna Warner, Horatius Bonar, Rev. N. R. Thompson, Rev. Henry Alfred, and Mrs. Elizabeth Charles are among the contributors. This little publication will make a charming Easter offering, as it is gotten up in the most dainty and tasteful manner, having pretty white board covers with an appropriate design in gold, red, and black. The pages are simply fastened at the back by a white satin ribbon, instead of the regular style of binding. 12mo, 75 cents.

HINTS ON BIBLE MARKING, by Mrs. Stephen Menzies; prefatory note by D. L. Moody. (A. D. F. Randolph & Co.) We will not endeavor to epitomize Mr. Moody's plan of Bible marking, but leave the reader to seek it himself; the matter in the little book is so brief, that any extended note of it would almost exhaust its contents. We can say the plan suggested is an excellent one, and the specimen Bible pages inserted with the markings upon them very helpful. 15 cents.

THE TWO PRODIGALS, by the Rev. Marvin R. Vincent, D.D. (A. D. F. Randolph & Co.) We all know the story of the man who had two sons, and of the going away and the joyful return of

the younger one, the "prodigal" of the Scriptures. The point Rev. Mr. Vincent makes in this little essay is in bringing out by careful analysis the character of the "eldest son," who has generally been overlooked by commentators. The moral points especially to the self-righteous. 20 cents.

SUGGESTIONS FOR THE SICK-ROOM, compiled by an American woman. (A. D. F. Randolph & Co.) This compilation contains the best suggestions of the various books published on nursing the sick, and also some original matter drawn from the writer's own experience. It will be found extremely useful, both to professional and unprofessional nurses, the matter being concisely arranged and clearly set forth. 12mo, flexible covers, 60 cents.

WELLS OF BACA, by the Rev. J. R. Macduff. (Robert Carter & Brothers.) A tiny book in blank verse, designed to bring comfort and consolation to afflicted and sorrowing hearts. Oblong 32mo, cloth, 50 cents.

MOODY AND SANKEY: AN AUTHENTIC ACCOUNT OF THEIR LIVES AND SERVICES, by Frank S. Reader. (E. J. Hale & Son.) As Mr. Reader was for many years the intimate personal friend and companion of Hon. David Sankey, the father of the singing evangelist, he seems especially fitted to write his life. His knowledge of Mr. Moody's career is also more complete than that of any other of his biographers. The volume may therefore be accepted as one of the best biographies of the evangelists published. With portraits. 12mo, cloth, \$1; paper, 50 cents.

LIBRARY AND BIBLIOGRAPHICAL NOTES.

THE sale of the valuable library of the late Samuel G. Drake, A.M., commences on Tuesday, May 2d, at the salesroom of Leonard & Co., 50 Bromfield street, Boston. The sale will be positive. We can not but regret that this superb collection of Americana is to be dispersed, but since this is to be the case, we can only recommend public libraries and private collectors to make the best of their chance. The sale, as is usual in Boston, will occupy the full days, morning and afternoon. The catalogue of Part First, numbering 5400 lots, through the letter K, is at hand, and is prefaced with an interesting paper on Mr. Drake, his life-work and his library, by his son, the well-known author, Samuel Adams Drake, and with an interesting steel portrait of the former. The catalogue is arranged alphabetically, except in the special collections of pamphlets, as biographies, genealogies, poetry, Indian and local history, etc., where the subjects are grouped. The catalogue is mainly Mr. Drake's own. Part Second will be issued later, and the sale on this will commence June 6th. The manuscripts, autographs, and portraits, and the collection of about 15,000 pamphlets, will be included in a third catalogue for a still later sale.

Two eminent Russian bibliographers have recently died. Pavel Mikhaïlovich Stroëf, who was eighty years old, was sent in 1829, together with Berednikof, to explore the various libraries of the empire. The documents which he and his colleague collected, amounting to some three thousand, formed the nucleus of that grand collection of documents which the Russian Archæological Commission, of which Stroëf was

an active member, began to publish in 1831, and is still publishing. Among his most useful works are the Index to the first eight volumes of the "Collection of Chronicles," published by that Commission, the "Ukazatel" or Key (in two volumes) to Karamzin's "History of Russia," and the full and extremely valuable Catalogues of the Slavonic MSS. and early-printed books in the library of Count Tolstoy, etc. (1825-43). The other Russian bibliophile was Count (formerly Baron) Modest Andreievich Korf, the Panizzi of the Russian Imperial Library, to the development of which he gave an immense impulse, awakening it from its lethargy, and making it rival in activity, and in some respects surpass, the public libraries of Western Europe. Under his auspices was commenced the vast collection of *Russica*, comprising all the foreign books about Russia, and the admirable catalogue of its contents, the publication of which was finished in 1873. He was also the author of two works, and it is said that he has left behind him a number of MSS., including a "Life of the Emperor Nicholas."

THE ANNUALS.

IT would be hard to say what the book trade would have done but for the efforts of Mr. Leyoldt, the editor of the PUBLISHERS' WEEKLY, in the way of obtaining a comprehensive catalogue of current literature. Certain large firms, at much personal expense and trouble to themselves, managed, to be sure, to contrive a clumsy, ill-assorted scrap-book of a catalogue, in which publishers' circulars, price-lists, and catalogues were arranged with a semblance of order mostly delusive; but the smaller members of the guild had not even that makeshift till it entered into the mind of Mr. Leyoldt to induce the various publishers to issue their catalogues of a uniform size, and at the same time of the year, and to send them to him to be bound, to be indexed, and to be distributed to the trade for the mere cost of binding. This plan has been carried into execution for several years with constantly-increasing success, and was followed in England by Whitaker two years ago. It has largely stimulated trade, and has enabled even the country bookseller to "study a catalogue," one of the things essential to the perfect development of a bibliophile and a bookseller. The two volumes, the English and American catalogues, do not pretend to be complete catalogues, but for their comprehensiveness and practical usefulness and cheapness, they show how a keen thought can devise a makeshift till a more artistic and elaborate structure, a complete American catalogue, can be constructed—a work that Mr. Leyoldt has in hand, and which no one is more competent to perform.—*Louisville Courier-Journal*, March 5th, 1876.

AMERICAN.—This is a book of special interest and value to the book trade, and necessary to libraries as an index to the publishing activity of the years as they roll, and the press in its hum and clatter to keep pace with the intellectual development of the age in which we live. A great deal of the new book printing done now does not represent new thought, but its mass shows the gigantic effort of modern enlightenment to leave its impress on the age. An annual like the present records the full

scope of the movement to supply the world with books.—*Republican*, St. Louis, March 5, 1876.

JOURNALISTIC NOTES.

GOOD wine, they say, needs no bush, and certainly the *Atlantic* did not need the fine portrait of Longfellow which it has been giving to its subscribers to gain their good graces. But it has certainly pleased them, and well it may, as it is perhaps the finest lithographic portrait ever made in America. It is a high credit to the new department of the Riverside Press.

JULES VERNE'S new story, "Michael Strogoff, the Courier of the Czar," is begun in the March number of *London Society*. It will be published here in book form by Scribner, Armstrong & Co.

Treasure Trove is the name of a new magazine published by R. B. Caverly, New-York. The first number which we have received contains a miscellaneous collection of papers and stories. The magazine will be devoted chiefly to entertaining reading matter. \$3 a year.

OBITUARY.

GEORGE H. REAY.

IT is our sad duty to notice the decease of Mr. George H. Reay, which occurred on March 14th, after a short illness, in the thirty-ninth year of his age. Mr. Reay came to this country from England in 1854, when a boy sixteen years of age, and engaged with Messrs. Berlin & Jones in the manufacture of envelopes at two dollars per week. While engaged with the above firm he displayed a great mechanical genius in repairing an envelope machine, which was then run by hand. After remaining a few years with the above firm, he engaged with Bryon, paper dealers, as porter, but soon left them, and went with J. Negbaur, in Vandewater street, in the manufacture of envelopes, where he remained until they were burned out about the year 1858. Mr. Reay then bought the machinery that was in the fire, and by putting it together managed to get a complete envelope machine, which he sold to J. Q. Preble for 5000 dollars. He then started the envelope business, under the firm of Bennett & Reay, which was soon succeeded by Reay & Negbaur, which after a few years was bought by Geo. H. Reay, and carried on in Spruce street, near the *Tribune* building. Fortune seemed to favor Mr. Reay, who was a genial, large-hearted gentleman, and his place becoming too small, he removed to his present store, 77 John street, where he has carried on the envelope business very extensively, furnishing the Government contracts for stamped envelopes. Mr. Reay was widely known and esteemed throughout the United States as a generous and energetic gentleman, and the envelope trade is largely indebted to him for improvements made in machinery for the manufacture of envelopes.

PERSONAL NOTES.

MR. S. R. CROCKER, of the *Literary World*, who is one of the hardest workers in the trade, is busy upon the elaborate index for the new edition of Bancroft's History, which will oc-

cupy about a hundred pages. This kind of work is not very satisfactory literature to the author, and therefore the reader should be all the more grateful.

We learn that Mr. C. E. Hopkins has declined a partnership in a leading New-England book and stationery concern, and will continue his engagement with his present house, the Powers Paper Co., and will be in New-York to look after their interest during the coming Book Fair.

REV. E. P. ROE, the novelist, is known to as wide a circle as his readers, as one of the most successful small-fruit culturists in the country. He has just printed an 80-page pamphlet, "A Manual of the Culture of Small Fruits," giving the results of his experience, which is to be had by inclosing 50 cents to him at Cornwall, N. Y.

MR. GEO. M. BAKER, of Lee & Shepard, has written during the past few years no less than a hundred amateur dramas, which have been very popular, both in the collected volumes and separately. In the latter shape he publishes them himself, under the style of Geo. M. Baker & Co., and several have had great runs among amateurs. His latest issue is a little centennial play, "One Hundred Years Ago."

BUSINESS NOTES.

THERE seems to be some misunderstanding as to the title of the Claxton house under the changed arrangements. The old firm name of Claxton, Remsen & Haffelfinger is adhered to, notwithstanding Mr. Remsen's retirement.

CHARLES DESILVER & SONS, of Philadelphia, have removed from No. 1229 Chestnut street, to the new building of the American Baptist Publication Society, No. 1420 Chestnut street, third floor, rooms No. 17 and 21, where they intend to devote themselves more closely to their own publications, and to supplying academies, schools, etc., with educational works.

S. E. NICHOLS, in his own name, is the successor to Nichols & Allen, Pittsfield, Mass.

WE are glad to learn that the difficulties in the way of Mr. A. F. Graves' settlement with his creditors have been removed, so that he has effected a compromise at fifty per cent. It would have been hard that a man of Mr. Graves' repute should suffer when others, for whom there can be little sympathy, are securing settlements at a third of what he was enabled to pay, and the sympathy generally felt for him is illustrated by the case of one house which returned the new notes with a receipt in full for the old debt.

STATIONERY NOTES.

TRADE seems to be steady, and buyers are inclined to give small orders and duplicate oftener, thereby keeping their stock small but well assorted, instead of buying largely and accumulating goods on their shelves as has been the practice in former years. We think, from all appearances, that trade to-day is in a more healthy condition than it has been for some time past.

THE American Lead-Pencil Co. have just ready for the market their new pencil called the

E Pluribus Unum, in cedar wood, handsomely polished in red, white, and blue. This pencil is a medium grade, and can be retailed for five cents. The Centennial Pencils are having a large run, and are put up in round and hexagonal shape.

W. H. BRETT & Co., Boston, have removed to their new and spacious building, No. 165 Devonshire street through to 26 Arch, where, with new and improved machinery and greatly increased facilities, they will continue the manufacture of the finest class of wedding envelopes and fancy stationery, together with a general steel and copper-plate engraving and printing business for the trade, and will be pleased to see their friends and patrons.

MR. CAMERON, of the well-known house of Anderson & Cameron, has gone on a short trip through the West.

WILLIAM G. COLE, of Borum & Pease, is now looking after the city trade, and hopes to build up this too often neglected branch.

CONANT & CAMPBELL have removed to their new and spacious store, Nos. 118 and 120 Duane street, where they will be pleased to see their friends and patrons.

ANDREW DOUGHERTY seems to be doing a good steady trade in playing-cards.

THE Eagle Pencil Co. have just got a patent on a pencil-point protector and rubber eraser. It is a very neat and tasty article, made in the usual barrel shape, nickel-plated; it has more rubber than the ordinary tips, and is always kept clean by an outside barrel which screws up and down, also exposing additional gum as it is worn off by usage. It is very simple, and far superior to any thing of the kind yet in use.

MR. LUCIEN LEVYS, of the firm of Henry Levys & Co., pocket-book manufacturers, will start West in a few days to complete the trip begun by the late Edward Irish.

MR. MARTINEAU, travelling agent for V. E. Mauger through the South and West, has become insane, and is now in the Bloomingdale Asylum. His friends expect to send him to France, where his relatives reside.

THE New-York Consolidated Card Company are nicely located at 123 William street, and are doing a fair share of the playing-card trade. They make some of the finest cards in the market, and enjoy a very extensive Pacific-slope trade.

NOTES ON THE ROAD.

ST. LOUIS.

MESSRS. SHORB & BOLAND will move into their new and elegant store, opposite the Lindell Hotel, in a few weeks. The building to be occupied is five stories high, 150 by 50 feet, fronting on Washington avenue and running through to St. Charles street. The second floor is to be devoted to samples, displayed on long tables. This room is 16 feet high, has 12 large French-plate windows, and is one of the best-lighted and most desirable sample rooms in the country. The stock is to be kept in the two upper floors and basement. The rapidly increasing business of this enterprising firm has compelled them to leave the quarters occupied by them for the past few years, and the change will undoubtedly prove an advantageous one, as the situa-

tion is the best in the city. This firm report business remarkably brisk, and their corps of travellers are sending good and frequent orders. Mr. S. has just returned from the East and has purchased a large stock of new, attractive, and desirable goods.

R. & T. A. Ennis have just completed an extensive line of blank-books, of their own superior manufacture, for the Cherokee Indian Nation. Also, printed and bound volumes of the laws, printed in the Cherokee language, the type for which was made expressly for them by an Eastern type foundry. There are 86 different characters or letters used, and this book is the only one of the kind in existence. This house have a large assortment of commercial stationery, a bindery and printing office, and deal largely in school-books. They have a gas-power engine of one and a half horse-power, to run the light machinery.

The St. Louis News Company are enjoying their usual extensive amount of business.

H. R. Hildrith has a fine large store on Olive street filled with an unusual assortment of attractive goods and staples. The extreme neatness of the stock displayed is deserving of special mention.

Scharr Brothers & Saxton have the engraving and wedding trade of the city. Their styles are new and attractive and are eagerly bought by the ladies of St. Louis who desire artistic stationery.

Gray, Baker & Co. are continuing to supply their usual trade with every thing in the book and stationery line.

Business is unusually brisk and encouraging in the city, with indications of the largest trade for many years.

Before closing I must speak with deep regret as regards the death of our fellow-traveller and friend, Edward Irish. After two weeks of intense suffering, and while receiving constant and attentive nursing, with the kindest treatment, from the hands of Mr. Barnard, Saxton, and others, our genial friend Ned passed away. His last moments were peaceful and with little suffering, and with his wife and child at his bedside, he left this world of trials for "that house, not made with hands, eternal in the heavens."

MILWAUKEE.

Business in the city of Milwaukee is unusually brisk, and all are quite satisfied as regards the opening of spring trade.

H. Niedecken & Co. have a large and varied line of stationery and fancy goods, together with an extensive variety of flat papers, blank-books, etc.

West & Co. occupy a large building, which contains not only stationery in all its branches, school-books and school supplies, but the largest and finest variety of wall-paper in the Northwest. They manufacture blank-books also in large quantities.

J. B. Hoeger & Sons, in their roomy and elegant store, display books, stationery, fancy goods, artists' materials, etc., to good advantage. Their wholesale business is largely among the Germans, and is constantly increasing.

Of the Wisconsin News Company, J. H. Rague is proprietor and sole manager. Mr. R. was formerly employed in the house of Lippincott & Co., Philadelphia, Pa., for about four

and a half years, and bought out this news company last fall.

The enterprising firm of Des Forges & Lawrence are enjoying a splendid trade, and their printing department and bindery is a particular feature of their business. Their holiday trade was the best for a number of years.

DETROIT.

The sudden news of the death of W. E. Tunis, Esq., adds another name to the list of those belonging to our trade who have passed away. As we look back and contemplate the last few weeks and miss those with whom we were associated, we feel more assured of the uncertainty of life.

Richmond, Backus & Co. (C. N. Ayers, buyer) carry an immense stock of stationery, flat paper, printers' stock, blank-books, etc. They employ some eighty hands, and are very busy. They contemplate building an addition to the rear of the present building, as the four floors now occupied are not enough for their increasing business. Mr. Ayers has patented and is manufacturing an improved "Coupon Ticket Case" for railroad purposes, which is highly commended by all. It economizes space, and supplies a long-desired want.

E. B. Smith & Co. occupy one of the most elegant stores in the country, filled with a choice selection of books and stationery. Their wholesale department is one of the largest in the West. Mr. Laphem has charge of the retail stationery department.

TOLEDO.

T. J. Brown, Eager & Co., dealers in all kinds of school-books, office and school stationery, have just issued the "Home Cook-Book," 8vo, \$1.50 retail, containing many tried and true recipes, with blank leaves for the purpose of inserting new ones and writing memoranda. The little volume, "On the Road to Riches," 12mo, \$1.25 retail, should be carefully read by all clerks and travelling salesmen.

Brown & Faunce, stationery, books, and wall-paper, are enjoying a good spring trade. The members of this firm are both young men, and their energy and close application to business deserve all the success which they evidently enjoy.

The Blade Printing and Paper Company occupy a fine building, and are extensively engaged in job printing and binding. The *Toledo Blade*, the daily paper, is issued by this firm.

J. T. Fry has sold out the stationery part of his business, and is engaged in binding blank-books, etc.

Brown & Pitcher, Jackson, Mich., have an attractive and finely arranged store, with a stock of books, stationery, and wall-paper of good selection. Mr. Brown was on a visit to Washington, D. C., last week.

CLEVELAND.

Cobb, Andrews & Co., in their new and truly magnificent building, may be complimented upon the admirable arrangement of their stock. The tasty and artistic appearance of the massive windows attract the passer-by, and causes all to stop and take a look. They are closing out the old stock in their late quarters on Superior street.

The large and commodious establishment of Brooks, Schinkel & Co., may be favorably compared with any in the West. In point of variety of all lines connected with stationery and books, their stock looks fresh and salable, and is arranged in excellent order. They handle a writing paper, the "Ermine Mills," which is said to equal the best foreign-made papers.

Ingham, Clark & Co., and Burrows Brothers are doing their share of business.

Robison, Savage & Co. are very largely engaged in printing. Also keep stationery and blank-books. They publish the Sunday paper.

Sanford & Co. have enlarged their store, and always have a profitable trade, as they buy carefully, sell at reasonable profits, and treat their customers with attention and politeness.

Evans, Van Epps & Co. deal in books, stationery, and weekly and daily papers. Their store is well patronized by the ladies of Cleveland, as their lines of paper embrace every thing new and attractive, while the latest books may be found at earliest moment.

LITERARY AND TRADE NOTES.

AN Eastern firm which has been advertising in "Books Wanted" writes to "bear cheerful witness to the efficacy of the WEEKLY as a medium to pick up odd and rare books. We had tried many months in vain to find the book in question through the regular trade, and your paper developed who had it."

EX-PRESIDENT HILL's little book on "The True Order of Studies" has passed to a third edition.

MACMILLAN & Co. will add to their list, in the tasteful "Golden Treasury Series," a select edition of the quaint poems of Herrick, edited by Palgrave, the originator of the series.

MR. GEORGE W. BLUNT calls the attention of the public to the fact that any books, magazines, or other reading matter, second-hand or new, which they are willing to give for the use of the keepers of the lighthouses and lightvessels of our coast may be sent by express, C. O. D., to A. B. Johnson, United States Lighthouse Depot, Staten Island. There are six hundred lighthouses and lightships on our coast, and many of them are entirely isolated.

"JONATHAN" is *not* the Centennial volume of the "Leisure Hour Series."

PORTER & COATES have in press the "Official Guide-book to Philadelphia," by Thompson Westcott, one of the best and most complete guide-books issued of the Quaker City. Truly

of the making of Centennial guide-books there is no end—and they are all official.

ROBERT CLARKE & Co. have just published one of the most important law books they have issued this year, "Sayler's Statutes of the State of Ohio, from 1860 to 1875, in continuation of Curwen's Statutes at Large, and Swan and Critchfield's Revised Statutes."

A NEW Southern novel, "Maud Mansfield," by Mrs. Frances Hamilton Hood, just ready at J. W. Burke & Co.'s, Macon, Ga., is put forth as ranking among the best American works of fiction.

MR. ALFRED AUSTIN'S long-promised work, "The Human Tragedy," is in press, and will be published by Blackwood & Sons next month. It is one continuous narrative poem, in four cantos or acts, comprising, together with several lyrics, some thirteen hundred *ottava rima* stanzas, the metre of his previous work, "Madonna's Child." The action opens in England in June, 1857, and closes in May, 1871, with the fall of the Commune.

THE whole series of translations from the sacred books of the world, which are to be edited by Prof. Max Müller, will be divided into six sections: Books illustrative of the religion of (1) the Brahmins (Sanskrit); (2) of the Buddhists (Pali, Sanskrit); (3) of the followers of Zoroaster (Zend); (4) of the followers of Confucius (Chinese); (5) of the followers of Lao-tse (Chinese); (6) of the followers of Mohammed (Arabic). It is understood that the co-operation of some of the most distinguished Oriental scholars in England, Dr. Legge for Chinese, Prof. Cowell for Sanskrit, Prof. Chilvers for Pali, has been secured.

THE Oxford University Press, which recently issued the "smallest Bible," has now published the smallest Prayer Book ever printed. It is a complete Prayer Book, and measures three and a half inches in length, two and an eighth in breadth, and a quarter of an inch in thickness, and weighs barely an ounce. It is printed on India paper, as a companion volume to the Bible.

MISS ELLEN E. FITZ, of St. John, has invented a globe which is likely to revolutionize the popular notion that woman has no inventive genius. It is exceedingly cute, and will surely find its way into hosts of families and schools when the "Manual" is ready, which Ginn Brothers promise soon.

AN edition of King's "French Leaders," in the Putnams' "Brief Biographies," has been ordered for England by the Lows.

Special attention paid to miscellaneous orders by mail.

**CLAXTON, REMSEN & HAFFELINGER,
Publishers,**
AND WHOLESALE DEALERS IN
BOOKS AND STATIONERY,
624, 626, and 628 Market Street,
PHILADELPHIA.

Will be Published Saturday, April 8th, 1876.

ISHMAEL:

O.R., IN THE DEPTHS.

BY MRS. EMMA D. E. N. SOUTHWORTH.

This is the best work ever written by Mrs. Southworth, and has never been published except in the "New-York Ledger," in which paper it was issued under the name of "Self-Made; or, Out of the Depths," and it will now be issued for the first time in Book Form, to the thousands that have wanted it for years.

Complete in one large duodecimo volume, uniform with all of "Mrs. Southworth's" works. Price \$1.75 in morocco cloth, or \$1.50 in paper cover.

T. B. Peterson & Brothers have also just issued a new, uniform, and complete edition of all the popular works written by Mrs. EMMA D. E. N. SOUTHWORTH, in forty volumes. This edition is in duodecimo form, and is printed in the best style, on the finest white paper, and each volume is bound in the very best manner, in morocco cloth, with a full gilt back, and is sold at the low price of \$1.75 a volume, or \$70 for a complete set, each set being put up in a neat and strong box. Their names are as follows, and are sold singly or in sets:

ISHMAEL; or, IN THE DEPTHS.
MIRIAM, THE AVENGER; or, THE MISSING BRIDE.
FAIR PLAY; or, BRITOMARTE, THE MAN-HATER.
HOW HE WON HER. A Sequel to "Fair Play."
THE DISCARDED DAUGHTER.
A BEAUTIFUL FIEND; or, THROUGH THE FIRE.
VICTOR'S TRIUMPH. Sequel to "A Beautiful Fiend."
THE SPECTRE LOVER.
THE FAMILY DOOM; or, THE SIN OF A COUNTESS.
THE MAIDEN WIDOW. Sequel to "Family Doom."
THE CHANGED BRIDES; or, WINNING HER WAY.
THE BRIDE'S FATE. Sequel to "Changed Brides."
THE LOST HEIRESS.
THE GIPSY'S PROPHECY; or, BRIDE OF AN EVENING.
CRUEL AS THE GRAVE; or, HALLOW EVE MYSTERY.
TRIED FOR HER LIFE. Sequel to "Cruel as the Grave."
THE HAUNTED HOMESTEAD.
LOST HEIR OF LINLITHGOW; or, THE BROTHERS.
A NOBLE LORD. Sequel to "Lost Heir of Linlithgow."
THE CURSE OF CLIFTON.

LADY OF THE ISLE; or, THE ISLAND PRINCESS.
THE BRIDAL EVE; or, ROSE ELMER.
THE FATAL MARRIAGE; or, ORVILLE DEVILLE.
VIVIA; or, THE SECRET OF POWER.
THE MOTHER-IN-LAW; or, MARRIED IN HASTE.
ALLWORTH ABBEY; or, EUDORA.
THE THREE BEAUTIES; or, SHANNONDALE.
INDIA; or, THE PEARL OF PEARL RIVER.
THE FORTUNE-SEEKER; or, ASTREA, THE BRIDAL DAY.
THE WIFE'S VICTORY.
THE WIDOW'S SON; or, LEFT ALONE.
BRIDE OF LLEWELLYN. Sequel to "Widow's Son."
LOVE'S LABOR WON.
THE TWO SISTERS; or, VIRGINIA AND MAGDALENE.
THE CHRISTMAS GUEST.
FALLEN PRIDE; or, THE MOUNTAIN GIRL'S LOVE.
THE ARTIST'S LOVE.
THE PRINCE OF DARKNESS; or, HICKORY HALL.
THE MYSTERY OF DARK HOLLOW.
THE DESERTED WIFE.

RETRIBUTION.

Published this day (Saturday), March 18th, 1876.

LEGENDS OF THE AMERICAN REVOLUTION, "1776."

BY GEORGE LIPPARD.

"1776." LEGENDS OF THE AMERICAN REVOLUTION. "1776."

Legends of the American Revolution, 1776. By GEORGE LIPPARD. With a steel engraving of the "Battle of Germantown," at "Chew's House," complete in one large octavo volume. Price, \$1.50 in paper cover, or bound in morocco cloth, price Two Dollars.

GEORGE LIPPARD'S OTHER WORKS:

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The Mysteries of Florence; or, The Lady of Albarone. \$1.
Above are in paper cover, or in cloth at \$2 each.
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The Empire City; or, New-York by Night and Day. 75 cts.
The Nazarene; or, The Last of the Washingtons. 75 cts.
The Legends of Mexico. Full of Historical Pictures. 50 cts.

Address all orders, to receive immediate attention, at once, for any or all of the above books, to

T. B. PETERSON & BROTHERS, Publishers, Philadelphia, Pa.

We want every Bookseller to send at once for our Wholesale Price List and for a copy of our Catalogue, which contains a list of all books published by us, all or any of which will be sold to Booksellers or News Agents, at the low prices named on our Wholesale Price List. There are no books published you can sell as many of, or make as much money on, as ours. Send us on a trial order. All orders, large or small, will be filled and sent the day the order is received, and small orders will always receive the same promptness and care as large orders.

SEA AND SHORE.

A SEQUEL TO "MIRIAM'S MEMOIRS."

BY MRS. C. A. WARFIELD.

Sea and Shore. The Sequel to and final conclusion of "Miriam's Memoirs." By Mrs. C. A. WARFIELD, author of "Monfort Hall," etc., is published this day, bound in morocco cloth, gilt back and side, price \$1.75.

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